

Message Text

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PAGE 01 STATE 068578
ORIGIN COME-00

INFO OCT-01 ARA-10 ISO-00 EB-08 /019 R

DRAFTED BY COM/OED/MEPD/JPHILBRICK/LW
APPROVED BY EB/OCA/CM/JJREILLY
COM/OED/MEPD/LENGLES
COM/OED/MEPD/SMCONGER, DIRECTOR
STATE/ARA/PAN/BARRY(INFO)
COM/OIM/WBASTIAN (INFO)

-----025546 171816Z /53

R 170113Z MAR 78
FM SECSTATE WASHDC
TO AMEMBASSY PANAMA

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E.O. 11652: N/A

TAGS: BENC, PN

SUBJECT: MAJOR PROJECT: LA FORTUNA HYDROELECTRIC:
TURBINE GENERATOR TENDER

REF: 77 PANAMA 6445

1. MAJOR EXPORT PROJECTS DIVISION USDOC WAS CONTACTED BY

WESTINGHOUSE ELECTRIC COMPANY REGARDING ITS BID ON SUBJECT
TENDER. WESTINGHOUSE REPORTED THAT THE BIDS HAVE BEEN
OPENED AND THAT WESTINGHOUSE IS SECOND LOW BIDDER - THE
LOW BIDDER BEING MITSUBISHI. BOTH BIDDERS HAVE SOURCED THE
TURBINES FROM VOEST OF AUSTRIA SO THE COMPETITION IS ON THE
THREE HYDRO-GENERATORS. WESTINGHOUSE STATES ITS PRICE IS
TEN PERCENT HIGHER THAN THE JAPANESE BUT THAT IT MAY BE
ABLE TO INCREASE THE EFFICIENCY OF ITS UNITS TO GAIN A
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COMPETITIVE EDGE. THE AWARD IS NOT EXPECTED TO BE MADE
SOON, IN FACT IT COULD TAKE UNTIL JULY.

2. AT THIS POINT WESTINGHOUSE IS CONSIDERING HOW BEST TO
MARSHALL SUPPORT FOR ITS BID AND WOULD LIKE TO KNOW ONLY IS

THE EMBASSY INVOLVED IN THIS TENDER?, HAS IT HAD ANY

CONVERSATIONS WITH IRHE (THE CUSTOMER) OR THE GOP
REGARDING THIS BID? WOULD APPRECIATE EMBASSY RESPONSE
THIS QUERY AS WELL AS ANY SUGGESTIONS EMBASSY MAY HAVE

ANY ANY DETAILS THAT EMBASSY BELIEVES COMMERCE AND
WESTINGHOUSE WOULD FIND USEFUL.

3. FYI. WESTINGHOUSE CONTACT IN PANAMA IS TOM CELLUCCI,
TELEPHONE 691155. EMBASSY ASSISTANCE MUCH APPRECIATED.
VANCE

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 17 mar 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 20 Mar 2014
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978STATE068578
Document Source: CORE
Document Unique ID: 00
Drafter: OED/MEPD/JPHILBRICK/LW
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780119-0790
Format: TEL
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780354/aaaabtgv.tel
Line Count: 72
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: cbb2ffc4-c288-dd11-92da-001cc4696bcc
Office: ORIGIN COME
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 77 PANAMA 6445
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
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Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: N/A
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Review Withdrawn Fields: n/a
SAS ID: 3288968
Secure: OPEN
Status: NATIVE
Subject: MAJOR PROJECT: LA FORTUNA HYDROELECTRIC: TURBINE GENERATOR TENDER
TAGS: BENC, PN
To: PANAMA
Type: TE
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Review Markings:
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